BECOMING A PERSON OF INFLUENCE

in a New Economy

with

melissa J. Nixon
Who's in the room?

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About Your Facilitator:

- Leadership Consultant & Executive Coach
- HR & Change Management 15+ Yrs
- Keynote Speaker & Trainer
- Certified MBE (CVMSDC)
- Charlotte, NC based

"People believe what you do, not who you say you are."

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A Joint Session:

Corporate Members

Leadership & the Economy

MBEs
Participants will discuss and learn:

- The ten fundamental qualities that define influencers
- How influence develops through four stages of
- How to leverage your influence in the new economy
"Leadership is influence, Nothing more Nothing less"

John Maxwell
WHY?

IS THIS CONVERSATION IMPORTANT?
You were a completely different person and leader

- How old were you?
- What role did you have?
- What stage of business were you in?
- What was your family status?
- How many people were you leading?
- What was your personal net worth?
- What was the valuation of your business?

10 Years Ago

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Responsibility

- 8.8 million jobs lost
- 19.2 trillion lost household wealth

What do you remember?

- Nationally?
- Industry?
- Personally?

Source: treasury.gov
"Who you are today, is the same leader you will be tomorrow!"

Melissa J Nixon
4 Levels of Influence:

Model → Motivation → Mentor → Multiply

"Influence does not come instantly. It grows by stages."

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Things you need to know now

Who?  
When?  
Why?  
Where?  
How Many?  
How?

"Why you do something will ultimately determine what you do"

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How does adversity impact leadership?
10 Qualities of an Influencer

1. Integrity with people
2. Nurtures others
3. Faith in people
4. Listens to people
5. Understands people

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10 Qualities of an Influencer

6. Enlarges people
7. Navigates for other people
8. Connects with people
9. Empowers people
10. Reproduces other influencers
What does the new economy look like?

What have you heard?
What does influence in the new economy look like?

- 360 Perspective - Global, Industry, Local
- Risks
- Joint Focus - Internal and External
- Collaboration
- Solution-focused
- Strategic-Decision Making
- Preparedness & Implementation
"Who you are today, is the same leader you will be tomorrow!"

Melissa F Nixon
ARE YOU LIVING FOR TODAY OR PREPARING FOR TOMORROW?

Influencers help to shape the future!
Let's Stay Connected:

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